



Integrated Security for Healthcare Providers

Xentaurus is a premier Cybersecurity & Infrastructure-as-Code consultancy and services integrator specializing in Healthcare Providers with a proven winning sales motion and track-record of successfully deploying hundreds of digital transformation projects for Cisco in this space.

Industry Drivers

- Healthcare facilities today need to provide virtual care, patient access, and outreach programs while maintaining security, privacy, and compliance.
- IoT, Cloud, and need for modern applications are pushing Healthcare providers to evolve their infrastructure sitting across data center, clinics, hospitals, and mobile devices. At the same time, providers need to make their IT and Development systems more agile and secured.

Target Use Cases

Medical devices and IoT security

Cybersecurity for Healthcare providers

Secure, agile network for Healthcare

Target Audience

Customer Care Abouts:

Facilities today need to provide virtual care, patient access, and outreach programs while maintaining security, privacy, and compliance.

Dealing with increasing sprawl of medical devices that require connectivity and management across complex environments which increase exposure and attack surfaces for bad-actors to compromise healthcare assets.

Ransomware and other modern Cybersecurity threats have dramatically changed the challenges Healthcare IT teams must solve for.

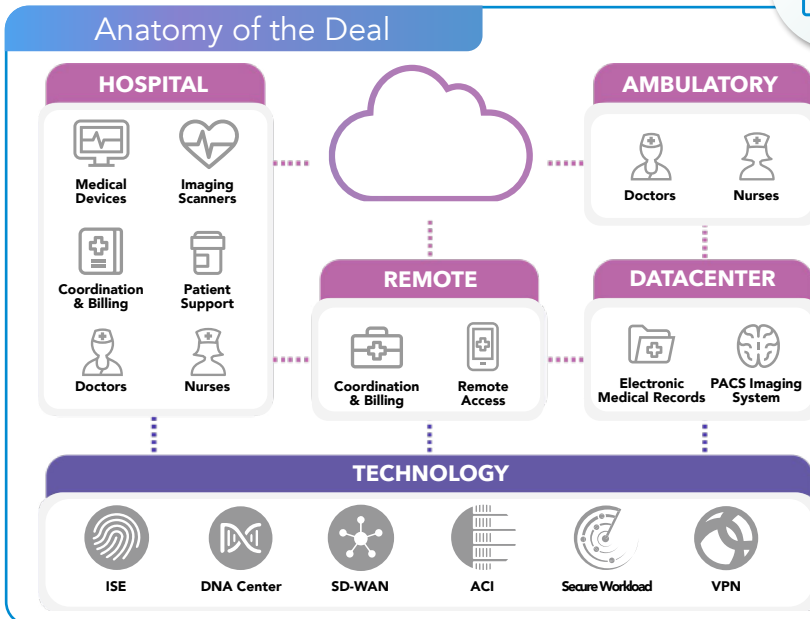
CISO Security Team

Governance & Compliance

CIO, CTO IT Leaders

Application Owners

Success Story



Large Healthcare Provider Required to Pass Regulatory Pen Test

Customer faced an aggressive timeline to ensure protection for more than 500 applications before a scheduled Pen Test. Cisco & Xentaurus joined forces to deliver a successful Proof-of-Value to highlight Cisco's superior solution against a tough competitor. After showcasing previous success stories involving Epic, PACS and other critical Healthcare applications, Cisco & Xentaurus were awarded the 1-year project 30-days after PoV.

Business Initiative	Cisco Solution	Revenue
DC Modernization & Cloud Migration	DC & EN ELAs	\$2,500,000
Cyberthreat Prevention	Cloud CSW w/ 7k workloads	\$3,000,000
Professional Services	Partner & Xentaurus Services	\$1,000,000
TOTAL		\$6,500,000

Cisco Value Proposition

Reduced Complexity • Increased Security • Multi-Cloud Standards • Most Complete & Powerful Solutions Available in the Market

XENTAURS

Premier Cybersecurity Consulting Partner

Xentaur is a Cisco authorized systems integrator, business enablement partner, and consulting partner specializing the entire Cisco Security Portfolio. With a proven engagement methodology, we have completed hundreds of successful Cybersecurity projects for the most advanced and complex IT environments in the world.



Healthcare Expertise



- Automation & Orchestration
- Software Defined Architectures
- Intent-Based Networking
- Microsegmentation



- Application Security
- Authentic Services
- Security Analytics
- Zero Trust



Target Customers

Select Accounts • Enterprise Accounts • Global Accounts • Customers Purchasing ELAs



Finance



Healthcare



Utilities



Service Providers



Public Sector



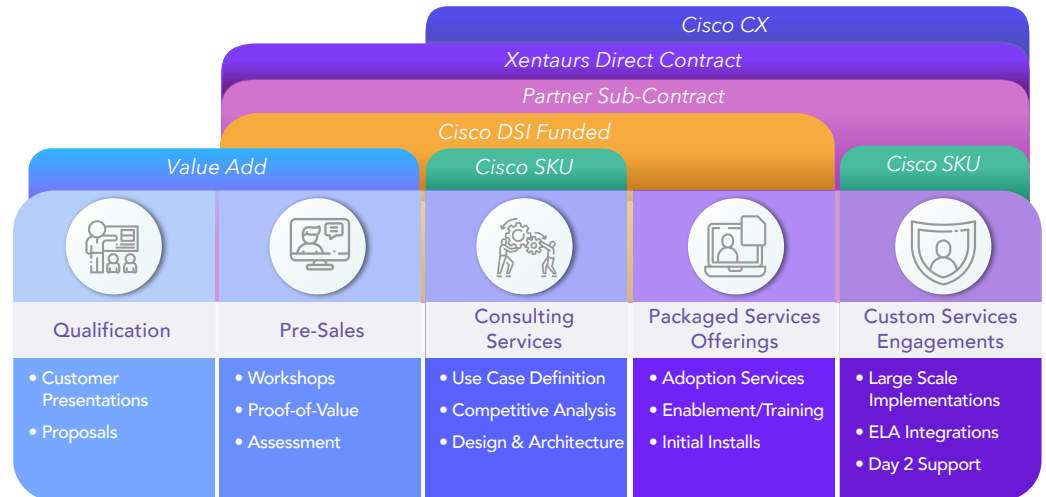
Retail

Partnering with Xentaur

We offer a variety of engagements based on the opportunity and desired outcomes.



Contact us to discuss if a Cisco DSI Program, Mentored Installs using a Cisco SKU, Subcontractor, or direct relationship is the best option for you.



Value



Engage in Business Conversations Earlier



Sell More Software & Services While Growing Relevance



Access New Buyers (LOB, Industries)



Shorten Sales Cycle & Increase Deal Size



Xentaur is the premiere digital technology consultancy and services integrator for enterprise customers. With a focus on Infrastructure as Code, Security, Software-Defined Architectures, and Cloud platforms, Xentaur offers strategy, integration, and enablement to make digital business transformation a reality and empower the IT channel. To learn more visit: <https://xentaur.com> or email sales@xentaur.com

